

# MARASAKE KEDELAI

| SATU BATCH PROSES HASIL 160 pcs MARASAKE KEDELAI 200 gr |                                 |                              |                      |         |
|---------------------------------------------------------|---------------------------------|------------------------------|----------------------|---------|
| HARGA POKOK PABRIK                                      | Master Bahan                    | 32 kg Kedelai                | 160 x 200gr @ 10.000 | 320.000 |
|                                                         | Bahan Tambahan                  | 8 kg Dextros                 | @ 16.000             | 128.000 |
|                                                         |                                 | 1 bks Premix                 |                      | 200.000 |
|                                                         |                                 | Biaya Bahan 160 pcs @ 200 gr | 648.000              | 4.050   |
|                                                         |                                 |                              |                      |         |
|                                                         | Gas LPG                         |                              |                      | 450     |
|                                                         | Listrik dan Air                 |                              |                      | 200     |
|                                                         | Kemasan                         |                              |                      | 1.300   |
|                                                         | Tenaga Kerja                    |                              |                      | 500     |
|                                                         | BEBAN PRODUKSI                  |                              |                      | 6.500   |
| FINAL                                                   | Beban Penyusutan                |                              |                      | 1.000   |
|                                                         | Beban Penjualan                 |                              |                      | 2.000   |
|                                                         | HARGA POKOK PENJUALAN           |                              |                      | 9.500   |
| HARGA                                                   | OPTION : HARGA JUAL DISTRIBUTOR |                              |                      |         |
|                                                         | - Minimum Order 2 Karton        | 80 pcs                       |                      | 15.000  |
|                                                         | - Minimum Order 1 Karton        | 40 pcs                       |                      | 18.000  |
| HARGA JUAL ECERAN ( 160 % dari Harga Pokok Penjualan)   |                                 |                              |                      | 25.000  |
| Estimasi Distribusi Profit : Rp 14.500 / botol          |                                 |                              |                      |         |
| 1                                                       | Jariyah Pendidikan              | 18                           | %                    | 2.500   |
| 2                                                       | Iuran Peduli Operasional (IPO)  | 7                            | %                    | 1.000   |
| 3                                                       | Cabang dan Ranting              | 18                           | %                    | 2.500   |
| 4                                                       | Operasional Pendampingan BKT    | 7                            | %                    | 1.000   |
| 5                                                       | Profit Share MAKARTI-Kopontren  | 50                           | %                    | 7.500   |
|                                                         |                                 | 100                          | %                    | 14.500  |

| Sales Estimate  | 86.400.000 |
|-----------------|------------|
| Profit Estimate | 40.800.000 |
| MARKETING       |            |
| Waktu           | Jumlah pcs |
| Harian          | 15         |
| Mingguan        | 86         |
| Bulanan         | 400        |
| Tahunan         | 4.800      |

| MODAL       | PROFIT SHARE |         |
|-------------|--------------|---------|
| DISTRIBUTOR | DSITRIBUTOR  | MAKARTI |
| 1.200.000   | 800.000      | 440.000 |
| 720.000     | 280.000      | 340.000 |

| ESTIMASI TOTAL |             |             |
|----------------|-------------|-------------|
| PRODUK         | SALES       | PROFIT      |
| MARASAKE       | 170.400.000 | 70.800.000  |
| MANUTTA        | 600.000.000 | 294.000.000 |
| JUMLAH         | 770.400.000 | 364.800.000 |

# MARASAKE KACANG IJO

| SATU BATCH PROSES HASIL 80 pcs MARASAKE KACANG IJO 400 gr |                                 |                              |                       |         |
|-----------------------------------------------------------|---------------------------------|------------------------------|-----------------------|---------|
| HARGA POKOK PABRIK                                        | Master Bahan                    | 32 kg Kacang Ijo             | 0 pcs 400 gr @ 16.000 | 512.000 |
|                                                           | Bahan Tambahan                  | 8 kg Dextros                 | @ 11.000              | 154.000 |
|                                                           |                                 | 1 bks Premix                 |                       | 200.000 |
|                                                           |                                 | Biaya Bahan 160 pcs @ 200 gr | 866.000               | 12.550  |
|                                                           |                                 |                              |                       |         |
|                                                           | Gas LPG                         |                              |                       | 450     |
|                                                           | Listrik dan Air                 |                              |                       | 200     |
|                                                           | Kemasan                         |                              |                       | 1.300   |
|                                                           | Tenaga Kerja                    |                              |                       | 500     |
|                                                           | BEBAN PRODUKSI                  |                              |                       | 15.000  |
| FINAL                                                     | Beban Penyusutan                |                              |                       | 1.000   |
|                                                           | Beban Penjualan                 |                              |                       | 3.000   |
|                                                           | HARGA POKOK PENJUALAN           |                              |                       | 19.000  |
| HARGA                                                     | OPTION : HARGA JUAL DISTRIBUTOR |                              |                       |         |
|                                                           | - Minimum Order 2 Karton        | 40 pcs                       |                       | 25.000  |
|                                                           | - Minimum Order 1 Karton        | 20 pcs                       |                       | 28.000  |
| HARGA JUAL ECERAN ( 160 % dari Harga Pokok Penjualan)     |                                 |                              |                       | 35.000  |
| Estimasi Distribusi Profit : Rp 16.000 / botol            |                                 |                              |                       |         |
| 1                                                         | Jariyah Pendidikan              | 18                           | %                     | 3.000   |
| 2                                                         | Iuran Peduli Operasional (IPO)  | 7                            | %                     | 1.250   |
| 3                                                         | Cabang dan Ranting              | 18                           | %                     | 3.000   |
| 4                                                         | Operasional Pendampingan BKT    | 7                            | %                     | 1.250   |
| 5                                                         | Profit Share MAKARTI-Kopontren  | 50                           | %                     | 7.500   |
|                                                           |                                 | 100                          | %                     | 16.000  |

|                         |            |
|-------------------------|------------|
| Sales Estimate          | 84.000.000 |
| Profit Estimate         | 27.000.000 |
| MARKETING<br>Sales Plan |            |
| Harian                  | 9          |
| Mingguan                | 54         |
| Bulanan                 | 250        |
| Tahunan                 | 3.000      |

| MODAL<br>DISTRIBUTOR | PROFIT SHARE |         |
|----------------------|--------------|---------|
|                      | DSITRIBUTOR  | MAKARTI |
| 1.000.000            | 400.000      | 620.000 |
| 560.000              | 140.000      | 370.000 |